



January 2021

B2B Economic Outlook: Inc Impact of COVID-19 - UK

“The economic impact of COVID-19 has been severe and widespread, though the effect on the separate sectors of the economy has been highly varied. With the vaccination roll-out having commenced in December 2020 the prospects for economic recovery gathering pace during 2021 have improved, though the first half of the ...

Small Business Overview: Inc Impact of COVID-19 - UK

“Small businesses are active in virtually every sector of the UK economy and so some have been strongly impacted by COVID-19. However, the evidence is that during the first wave they performed better than the UK average, but equally they are expected to suffer to a greater extent in the ...

Renewable Energy: Inc Impact of COVID-19 - UK

“The renewables sector has proved generally resilient, despite the impact of COVID-19 on new build activity in 2020. Industry players continue to show robust commitments to invest in renewables as costs decline and on the back of some positive policy announcements. As such, the UK government has recently committed to ...

December 2020

Food and Drink Packaging: Inc Impact of COVID-19 - UK

“COVID-19 resulted in plummeting demand for packaging in the foodservice and hospitality sector, but this was partly offset by a shift to in-home consumption and a surge in demand from food and drink into retail. While the pandemic has shifted demand and disrupted supply chains, the food and drink packaging ...

Manned Security: Inc Impact of COVID-19 - UK

Commercial Borrowing: Inc Impact of COVID-19 - UK

“The financial effects and business disruption of the pandemic have challenged businesses and will continue to affect some for months and years ahead. While this is likely to lead to increased due diligence, risk aversion and some form of a slowdown in certain types of borrowing, it will also encourage ...

Contract Catering: Inc Impact of COVID-19 - UK

“The contract catering market has been hit hard by the coronavirus pandemic. The widespread closure of catering sites has inhibited activity and where operation is possible, has entailed extra costs and lower capacity due to social distancing regulations.

Facilities Management: Inc Impact of COVID-19 - UK

“The overall impact of COVID-19 has been significant on the facilities management sector, though the wide range of services offered and the varied client base have resulted in different sectors being impacted at very different levels. Some COVID-19-related public sector contracts have partially offset major reductions in other sectors, some ...

Mechanical and Electrical Engineering: Inc Impact of COVID-19 - UK



"Manned security services' essential role in protecting businesses from crime has helped reduce the impact of COVID-19 on market value. However, the pandemic's effect on businesses nonetheless poses a significant barrier to growth, particularly in the cash-in-transit segment.

A budding digital revolution in the sector will help address this, opening ...

Logistical Services: Inc Impact of COVID-19 - UK

"Whilst the disruption caused by the pandemic continues, it is vital that logistics companies continue to focus on enabling end-to-end visibility, remain flexible in terms of processes, and collaborate with other industries to support their customers whilst anticipating further disruptions and mitigating the extent of these impacts upon supply chains ...

"COVID-19 has impacted demand for M&E services strongly during 2020. However, the recovery prospects for the end-use markets vary significantly, with some expecting a rapid recovery, others a gradual growth in demand while some have been structurally altered, with long-term implications for demand. Climate change and human emissions of greenhouse ...

Estate Agents: Inc Impact of COVID-19 - UK

"The extensive support for businesses and workers in response to COVID-19 has so far limited the virus' impact on the UK property market. Whilst the industry is also challenged by both economic and political uncertainty with regards to Brexit, demand for property has held up well.

November 2020

Serviced Offices: Inc Impact of COVID-19 - UK

"In the short to medium term demand for serviced offices is expected to pivot to more fringe areas of cities and suburban locations, as people look to reduce their commute even beyond COVID-19 and with more companies set to adopt a hub-and-spoke model.

House Building: Inc Impact of COVID-19 - UK

"Despite significant disruption due to COVID-19, activity in the UK house building market has recovered substantially, with minimal effect on the underlying strength of the market. Demand continues to be restricted by prices, however, particularly in prime markets such as London and the South East, despite the government's success in ...

Cloud Computing: Inc Impact of COVID-19 - UK

"COVID-19 has emphasised more than ever the need for robust digital infrastructure able to cope with remote working arrangements. The economic uncertainty associated with the pandemic is also causing further caution in investment decisions. With cloud computing transferring risk from Capex investment to scalable Opex, it is ideally placed to ...

October 2020

Peer-to-peer Business Finance: Inc Impact of COVID-19 - UK

Solar Panels: Inc Impact of COVID-19 - UK



“In the times ahead, businesses will look for the best and quickest ways to obtain finance. With economic uncertainty expected to last for at least a few more quarters yet, investors are also seeking a middle ground between the volatility of stocks and shares and the relatively poor returns on ...

Plumbing: Inc Impact of COVID-19 - UK

“Plumbing products are generally a mature market, though growth has been achieved in recent years from major fashion trends, such as en-suite bathrooms and open plan living. COVID-19 has hit the markets hard in 2020, with construction related products typically exaggerating GDP changes, but opportunities in new housing are now ...

B2B Economic Outlook: Inc Impact of COVID-19 - UK

“COVID-19 has had differing effects on the UK economy, but it has hit the service sector hardest. Customer-facing services in sectors such as retail, hospitality and leisure have been most impacted both because of Government restrictions and continued consumer wariness. The pandemic has also affected the market for commercial office ...

Energy Industry: Inc Impact of COVID-19 - UK

“While fewer people changed their energy supplier during the early months of the COVID-19 crisis, switching rates are expected to increase over the coming months. As many people continue to spend more time at home compared to pre-COVID-19 and are more aware of their energy usage, consumers’ willingness to shop ...

“Whilst COVID-19 is not expected to present a big risk to the UK solar PV market in the medium term, a protracted economic recovery would hit solar PV demand in residential and commercial sectors. Looking ahead, market growth is anticipated to be initially driven by ground-mounted solar PV installations, with ...

Bridging Loans: Inc Impact of COVID-19 - UK

“Bridging lenders must ensure that the risk appetite of the loans they underwrite is such that they can maintain a viable business and adapt to changing economic drivers without carrying a high default rate in the currently challenging lending market.”

– Lewis Cone, Senior B2B Analyst, 22nd September 2020

Ceramic Tiles: Inc Impact of COVID-19 - UK

“The ceramic tile sector has been strongly impacted by COVID-19, with demand expected to fall by almost 24% in 2020, before returning to 2019 levels in two years’ time. Thereafter, demand changes are inevitable in what was a mature market. While commercial demand for offices and the retail sector are ...

September 2020

Blockchain: Inc Impact of COVID-19 - UK

“Blockchain remains in its infancy in terms of commercialisation. While its origins lie in crypto currencies, blockchain has the potential to be a transformative technology with vast opportunities in both the public and private sectors. Growth in 2020 has

Adult Social Care: Inc Impact of COVID-19 - UK

“Despite the recent tragedies associated with the pandemic, market drivers remain strong as the imbalance between supply and demand for social care services will only steepen in the forthcoming years. The



been disrupted by COVID-19 and the consequent corporate attention drawn to ...

pandemic will result in some long-term changes in how care is delivered and has highlighted the need for new ...

Conferencing and Events: Inc Impact of COVID-19 - UK

“COVID-19 has delivered a serious blow to the conferencing and events sector, with an initial and substantial loss to market value to be followed by a period of uncertainty and financial difficulty as attendance is held back by social distancing. The pressure felt will spur innovation, particularly as organisers look ...

August 2020

Thermal Insulation: Inc Impact of COVID-19 - UK

“The UK market for thermal insulation is projected to decline by 5.6% in 2020. This is largely a result of reduced demand from the construction sector and a sharp decrease in retro-fit installations over the lockdown period. However a stronger annual decline is expected to be avoided due to ...

Residential Windows and Doors: Inc Impact of COVID-19 - UK

“The residential windows and doors market was already displaying maturity in the replacement sector with demand challenged by the economic uncertainties created by Brexit. Consumer uncertainty has been significantly further challenged by COVID-19, but housing and home improvements are seen as critical areas to stimulate the wider economy. The July ...

Dentistry: Inc Impact of COVID-19 - UK

“The industry has been hit hard by the pandemic and with disruption expected to continue over the next year to 18 months, innovative developments will be required for the profession to remain financially viable. An important consideration for dentists going forward will be pricing. With the rising cost of PPE ...

July 2020

Commercial Mortgages: Inc Impact of COVID-19 - UK

“The COVID-19 pandemic has significantly altered the lending and investment landscape. Lenders will exercise extreme caution moving forward when it comes to new lending, but will also need to support existing customers under distress. Digital platforms will be key to lenders’ ability to manage both new and existing loans in ...

Commercial Property: Inc Impact of COVID-19 - UK

“Following a slowdown in the UK commercial property market in 2019, COVID-19 has now introduced significant disruption to the market. The embattled retail sector will be hardest hit by the crisis, with COVID-19 set to accelerate the structural changes already underway. The pandemic is likely to have a long-term structural ...



Private Healthcare: Inc Impact of COVID-19 - UK

“Based on the assumption that the number of coronavirus cases and hospital admissions in the UK continues to fall, 2021 will see a rebound in the private acute healthcare market as the backlog of treatments and surgeries not carried out in light of the pandemic will be rescheduled and spill ...

Cars and Commercial Vehicles: Inc Impact of COVID-19 - UK

“COVID-19 has resulted in the largest decline in the production of cars and commercial vehicles since 1946. The speed of recovery will depend on the duration and extent of the recession that will inevitably follow, as consumers will hold off on big ticket purchases and businesses will postpone or decide ...

June 2020

B2B Economic Outlook: Inc Impact of COVID-19 - UK

“The COVID-19 lockdown will see household expenditure on energy increase in 2020. While consumption is up, wholesale energy prices have collapsed amid the pandemic. This is pushing down the cost of new deals which means households are able to make greater savings by switching to a cheaper tariff. This would ...

Occupational Health: Inc Impact of COVID-19 - UK

“As the economy slows in the midst of the closure of industry operations due to the COVID-19 pandemic, occupational health initiatives that boost long-term productivity will start to become more common over the medium-term. Major opportunities are still available, with the focus likely to be increasingly placed on ensuring workplaces ...

May 2020

Construction: Inc Impact of COVID-19 - UK

Software: Inc Impact of COVID-19 - UK

“COVID-19 has hugely encouraged remote working and while for some workers this will be temporary, it is likely to have a profound effect on working practices in the longer term. This is creating major areas of software sales growth to support remote workers, and accelerating a previously established trend towards ...

Data Centres: Inc Impact of COVID-19 - UK

“COVID-19 has had major short-term, and will have significant medium- and long-term, impacts on society and the way everyone works. However, the impact on the creation and analysis of data is more one of location rather than volume and so demand for data centres is only positively affected. The scalable ...

Legal Services: Inc Impact of COVID-19 - UK

“The COVID-19 pandemic is expected to result in a 12% decline in the UK legal services market in 2020, reflecting the anticipated contraction in GDP and reduced demand in a number of sectors, including mergers and acquisitions and other transactional work, conveyancing work and personal injury claims. However a number ...

Courier and Express Delivery: Inc Impact of COVID-19 - UK



“For many construction sectors the impact of COVID-19 is likely to be temporary, if severe, but the areas of office and retail construction are likely to have major long-term negative impacts from more permanent changes to lifestyles. Warehouse construction on the other hand is likely to have a long-term boost ...

“The courier and express delivery sector has greatly benefited from the meteoric rise of ecommerce and online retailing. COVID-19 will prompt a sharp acceleration in growth in 2020, as behavioural changes arising from social distancing guidelines boost online shopping activity.

As Gen Z and Millennials collectively become the largest consumer ...

Waste Management and Recycling: Inc Impact of COVID-19 - UK

“The COVID-19 outbreak is causing some disruption to waste and recycling services. While waste operatives have been classified as “key workers” by the government, allowing them to continue working during the government lockdown, some councils have scaled back on recycling collections, while household waste recycling centres have been closed to ...

March 2020

Fleet Services - UK

“The fleet services sector continues to develop innovative mobility solutions to meet market demand for reduced costs in a regulatory environment that penalises emissions. With recent taxation changes, transitioning to electric vehicles has become a cost-cutting opportunity that the sector’s expertise and intermediary position is primed to deliver. On the ...

Electrical Wholesalers - UK

“The next few years are likely to remain challenging for the electrical wholesalers market with sector-specific demand opportunities combining with continued price pressures. These challenges are being further compounded by the rapid increase in online competition. Wholesalers are responding by adopting customer-centric, multi-channel business models and looking at opportunities to ...

B2B E-Commerce - UK

“E-commerce is a strongly established market in the UK compared with other European countries. The B2B market has long been much larger than the B2C sector largely as a result of the inclusion of EDI as well as websites. The experience of Millennials in the B2C market is now impacting ...

B2B Economic Outlook - UK

“Although the UK leaving the EU has created uncertain times, albeit one with opportunities, a longer running issue has been that of productivity levels. Relatively low levels of investment and R&D spending have driven this stagnation and future economic policies must focus around these and ‘upskilling’ the UK workforce.” ...

Security Equipment, Access Control and CCTV - UK

“Despite intense international competition and persistent headwinds in the form of Brexit and slowing global growth, the UK security equipment sector grew for a second consecutive year. The sector has benefited



from a focus on reimagining existing products in line with a society that values connectivity.

In combination with software ...

February 2020

IT Services - UK

“The IT services market is growing irrespective of economic uncertainties, driven by the continued digitisation of business and public services; the migration of data and computer functions to the cloud; the Internet of Things; and mobile data volumes and speed - all underpinned by security and compliance issues.”

- Terry Leggett ...

Commercial Banking and Finance - UK

“Despite the banking and lending landscape undergoing a period of change, the emergence of new challenger banks and lenders is unlikely to lead to the disappearance of big banks. Instead, more acquisitions and partnerships between larger banks and new entrants are likely to provide the best range of banking and ...

B2B Insurance - UK

“The profit margins of UK B2B insurers remain under pressure due to intense competition and unfavourable claims trends. The rate increases achieved in some lines of business have been offset by higher claims and the IPT remaining at its current, relatively high rate. Furthermore, investments continue to provide only marginal ...

January 2020

Computer Security - UK

“The potentially serious consequences of cyber-attacks in an increasingly digital and connected society is exacerbated by the extreme PR damage from security breaches that gain major media coverage. For these reasons, and regulatory intervention, there has to be a

Accounting and Financial Management - UK

“The UK accounting and financial management market is expected to demonstrate consistent growth over the next five years, with annual growth levels expected to fluctuate between 3% and 4% in real terms. While the uncertain economic environment is set to continue to present challenges, it will also provide opportunities for ...

Schools, Universities and Hospitals - UK

"A near-decade long squeeze on public spending has significantly affected the condition of the education- and health-related estates, placing them under increasing public scrutiny. With the new government committed to increasing public expenditure to address this, activity in the sector is bound to increase the number of

sustainable profit opportunities ...

Civil Engineering - UK

“Ahead of the 2019 general election, the Conservative party pledged to spend £100 billion on public infrastructure over the next five years, taking government investment to levels not seen for almost 50 years. This suggests a potentially significant boost to the



MBD Industrial -



continued focus on computer security at all levels, which is driving ...

civil engineering sector, although some economists have expressed doubt ...